WHAT IS CLAIMED IS:

1   1.   A method comprising:

2   providing a single logical physically distributed

3   information system across one or more information systems of

4   at least two enterprises, wherein the enterprises are being

5   combined; and

6   providing a user interface to access the single logical

.7   physically distributed information system to execute one or

8   more merger activities of the enterprises, the merger

9   activities comprising a sales-related integration and a

10   management of sales support activities, the sales support

11   activities comprising addressing one or more customer issues

12   for customer retention.

1   2.   The method of claim 1, wherein the merger activities

2   further comprise customer-related communications, the user

3   interface allowing a user to access the single logical

4   physically distributed information system to execute at least

5   one of pre-merger and post-merger activities, wherein the

.6   post-merger activities comprise a post-merger assessment and a

7   measurement of one or more achieved synergies.

1   3.   The method of Claim 2, wherein the user interface is

2   adapted to the role of the user and a phase of the merger, a

3   security of the user interface is related to the role of the

4   user, the role of the user comprising an executive of one or

5   more sales-related accounts.

1   4.   A method comprising:

2   providing a user interface adapted to manage one or more

3   cross-selling opportunities for at least one organization

4   involved in a merger with another organization; and

5   allowing a user to edit one or more cross-selling
6   opportunities presented in the user interface.

1   5.   The method of Claim 4 further comprising:
2   providing information for at least one of the cross-
3   selling opportunities in the user interface; the information
4   comprising a financial information;
5   providing a notification template in the user interface;
6   and
7   providing a trigger date in the user interface.

1   6.   A system for managing a merger of at least two
2   organizations comprising a module and a graphical user
3   interface adapted to assist retention of one or more customers
4   of at least one of the organizations.

1   7.   The system of Claim 6, wherein the system further
2   comprising a first tool adapted to provide predefined
3   templates for customer-related objects, wherein the customer-
4   related objects comprise customer documents and electronic
5   mailings.

1   8.   The system of Claim 7 further comprising a second
2   tool adapted to track one or more customer reactions to merger
3   developments, the merger developments comprising merger-
4   related news and merger-related announcements.

1   9.   The system of Claim 8 further comprising a third
2   tool adapted to assist in at least one of an assignment, a
3   mapping, and a transfer of one or more customer accounts, the
4   one or more customer accounts including sales-related
5   accounts.

1   10. The system of Claim 9 wherein the third tool is
2 adapted to facilitate a performance comparison of at least two
3 customer-related personnel for at least one of the merger
4 organizations, the two customer-related personnel including
5 two account executives.

1   11. A method for managing a merger of at least two
2 organizations comprising providing a module adapted to
3 proactively identify and present on a user interface a sales
4 counterpart in a first merger organization related to a member
5 of a second merger organization.

1   12. The method of Claim 11 further comprising:
2   producing an electronic mailing, the production of the
3 electronic mailing comprising:
4   importing lists of data, the lists including a customer
5 list and a customer assignment list;
6   consolidating the lists of data, the consolidating
7 including syntactic mapping of one or more character fields;
8   configuring an electronic mailing content; and
9   screening the electronic mailing content, the content
10 including one or more accounts.

1   13. The method of Claim 12 further comprising:
2   delivering the electronic mailing content to a sales-
3 related merger member; and
4   providing an exception workflow for undeliverable
5 electronic mailings.

1   14. A system for planning a merger of at least two
2 organizations, the system comprising an interface presenting
3 financial information for one or more sales-related and

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4 customer-related initiatives of at least one organization, the

5 financial information presented in a list or graph.

1   15. A system comprising:

2   sales-related interfaces for a merger of at least two

3 organizations;

4   user interface components adapted to interact with sales-

5 related interfaces; and

6   a layer of application logic services, the layer

7 interacting with sales-related interfaces, and the application

8 logic services relating to the merger.